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KANSAS WHEAT GROWERS' ASSOCIATION WINS SUIT

In the case of the Kansas Wheat Growers' Association v. Schulte, 216 Pac., 311, the Supreme Court of Kansas upheld the marketing contract of this association, which was organized under the cooperative marketing act passed by the legislature of Kansas in 1921. The defendant had entered into a contract with the association in which he agreed to sell and deliver to it all of the wheat produced by or for him, or acquired by or for him, as landlord or lessee, during the years 1921, 1922, 1923, 1924, and 1925, except such as he might retain for seed to be sown by himself, or which he might sell for seed direct to wheat growers.

The defendant sold and delivered about one thousand bushels of his 1922 crop of wheat outside the association and threatened to sell to parties other than the association the balance of his crop of wheat. Owing to these circumstances the Kansas Wheat Growers' Association brought suit against the defendant for the purpose of restraining him from disposing of his wheat in violation of the contract which he had entered into with it, and for the purpose of recovering 25¢ per bushel as liquidated damages for all of the wheat disposed of by the defendant outside of the association. The association was denied an injunction by the trial court and it appealed to the Supreme Court of Kansas. The statute of Kansas under which the association was incorporated provided that associations formed thereunder should be entitled, on complying with certain conditions named therein, to a restraining order, or an injunction, to restrain members from violating their contracts. The trial court was of the opinion that this statutory provision should not be literally construed as meaning that a court must issue a restraining order or injunction under the circumstances detailed, that it was an invasion of the judicial power through a legislative enactment, and was, therefore, void. On this proposition the Supreme Court, in an opinion in which it was held that the association was entitled to an injunction, said:

Generally speaking, it is the function of the legislative branch of the government to enact statutes, which is, in effect, the laying down of rules and regulations applicable to the particular subject-matter in hand, and a State legislature, except as it be limited by the provisions of the State

constitution or by the Federal constitution or Federal statute or treaty, is its own judge of the general scope, as well as the details, of such legislative enactment. No provision of our State or Federal constitution is cited, nor is any Federal statute or treaty cited, which forbids the State legislature to prescribe the showing a party must make in order to be entitled to have the court grant a temporary injunction. The argument contains the suggestion that the legislative branch of the government does not have inherent power to tell the judicial branch of the government what to do, but broadly speaking every legislative enactment tells the judicial branch of the government what to do under given circumstances; that is, the legislative branch lays down the rule for the guidance of the court and says what the result should be in favor of or against the party that brings himself within the rule, and in that way tells the court what judgment or decree should be entered. It is within the province of the legislature to determine the manner of procedure in courts; that is, to outline the rule by which a given state of facts may be presented to the court, either by pleading or evidence, or both.

The reason given by the defendant for his failure to deliver his wheat to the association was that he was unable to learn from it the exact price he would receive for his wheat. The Supreme Court, in holding this reason without merit, said:

Naturally, it was impossible for the association to give him the information at the time of delivery. By the process necessary for the association in marketing it would not know probably until the close of the marketing season the price received for defendant's wheat and all wheat of the same grade handled by it; and defendant, in signing the application for membership in the association and the marketing agreement, consented in writing that the association should handle his wheat in a manner that it would be impossible, either for the association or for him, to know at the time of delivery the price he would ultimately receive.

In discussing generally the right of the association to an injunction under the circumstances in question, the Supreme Court declared as follows:

This association was organized for the sole purpose of marketing the wheat raised by its members, and performing such functions as are incidental thereto. From the very nature of things it must have the wheat or it can not exist. It has no power to buy wheat; hence it can not go into the open market and purchase wheat to fill its contracts of sale if the members

fail to deliver, and thus sustain its existence or recoup its loss. Even the payment of damages of 25¢ per bushel stipulated to be paid by each member for each bushel he produces and sells elsewhere, would not sustain the association and enable it to do the business for which it is incorporated. Hence, as a practical matter, it is of little consequence that the member is solvent and able to respond in damages. If the association received damages from all, or a substantial portion, of its members, it would cease as a going concern or be so seriously handicapped as to destroy its usefulness. Wheat is the only commodity the association can use as a going concern. All it can do with money is to pay the expenses and disburse the balance among its members. It necessarily follows that there is no adequate remedy at law. The only remedy is injunction, preventing the member from selling to others, and thus forcing the delivery of the wheat to the association.

L. S. Hulbert.

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MANY SALARY CHANGES AMONG DARK TOBACCO OFFICIALS

In accordance with its recently adopted policy of retrenchment, the Dark Tobacco Growers' Cooperative Association, Hopkinsville, Ky., has cut approximately \$65,000 from the salaries of its chief officials and proposes to make drastic changes in the salaries of minor officials also. A number of positions were eliminated, among them being those of associate director of warehouses, assistant director of warehouses, and five supervisors of warehouses. The offices of secretary and treasurer were combined and the salary made \$6,000 as against \$17,000 for the two offices last year. The salary of general manager was reduced from \$25,000 to \$13,000, and many other cuts were made. One new position was created, that of assistant sales manager for all air-cured types of tobacco. A further survey is to be made to find where expenses may be reduced and efficiency increased.

At a recent meeting of directors it was voted that the membership campaign now under way in the western district should terminate on October 22.

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COTTON GROWERS WIN SEVERAL SUITS IN TRIAL COURT

The Oklahoma Cotton Growers' Association, Oklahoma City, Okla., has been successful in the trial court in several suits which it brought against members on account of violations of the marketing contract by them. In one case the association received a judgment for \$310, representing liquidated damages, attorney's fees, court costs, etc., which was paid by the member.

ASSOCIATION IMPROVES METHODS OF HANDLING PEANUTS

Members of the Georgia Peanut Growers' Cooperative Association are urged to shock-cure their peanuts instead of the old sun-curing method, and to use a picking machine instead of threshing. The results are gratifying, the association states, as the stock is being delivered cleaner and in better shape than heretofore. A large number of bonded warehouses, temporary storage warehouses, and receiving stations are in readiness and are now receiving large quantities of peanuts. An average of \$75 per ton for the No. 1 grade is to be paid to members instead of \$60 per ton, as was planned before the season opened. The advance on No. 2 peanuts will be \$65 per ton instead of \$50.

Officials of the association state that the membership is still increasing. Many growers bring their crop to the warehouse and at the same time ask for a contract to sign in order that they may make delivery of their peanuts. An all-day school of instruction for warehousemen, receivers, weighers, graders, and others handling peanuts, was held before the opening of the season in order that these men might be qualified to serve the association efficiently.

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SMALL ELEVATOR PAYS PATRONAGE DIVIDEND

Among the small farmer-owned elevators scattered through the North Central States is the Farmers' Terminal Elevator and Grain Company, Hankinson, N. D. This company was organized in 1907 and during the year ending April 30, 1923, sold grain to the amount of \$64,024. The grain was sold for \$8,515 more than was paid for it. The expenses of operation for the year were \$3,598, and there was carried to undivided profits the sum of \$4,332.

The company has 121 stockholders, 97 of whom are farmers. Stock dividends are limited to 10%. Patronage dividends are paid on the basis of the number of bushels of grain handled.

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FRANKLIN COOPERATIVE CREAMERY ADVERTISES ITS ICE CREAM

An extensive advertising campaign for Franklin Heathized Ice Cream was started September 26 by the Franklin Cooperative Creamery Association, Minneapolis, Minn. The virtues of this product and the process of "Heathization" were explained in advertisements in the newspapers of the city. Members of the association were reminded of the campaign by means of circular letters through which they were urged to aid the campaign by insisting upon having this particular product at every store or soda fountain.

STUDY MADE OF THIRTY-EIGHT FARMERS' FEED STORES IN NEW YORK

Thirty-eight farmers' retail feed stores in New York State conducted business amounting to \$2,515,779.19 last year, the largest store having a business of \$239,929, and the smallest \$12,520.48, with an average of \$73,993.50 per store. These figures and the data given below were selected from a preliminary report of a study of retail feed stores in New York State, made recently by the New York State College of Agriculture in cooperation with the U. S. Department of Agriculture. More than fifty stores were visited, from which thirty-eight were selected as suitable for the purpose. Only stores with warehouses were included, in order that comparable figures could be obtained.

Thirteen of the stores studied were located in the Hudson Valley, fourteen in the central part of the State, seven in the western, and four in the northern part.

Three types of corporations were represented. Fifteen stores were cooperative stock corporations; sixteen were non-stock membership organizations; and seven were ordinary stock companies, in which farmers were directly interested or part owners. Merchandise handled included feed, seeds, fertilizer, flour, tile, lime, roofing, shingles and cement. However, feed made up more than 75% of the business. Most of the stores purchased in the open market in straight or mixed carlots, purchasing locally when necessary. Hay, oats and wheat were accepted by a few of the stores in exchange for merchandise, but this was a small part of the business.

In the following table 34 stores are grouped according to volume of sales for the year 1922, or the last fiscal year:

Volume of Sales		: Number of Stores		: Per cent of Total	
Less than	\$20,000	:	2	:	5.9
\$20,000	- 40,000	:	6	:	17.6
40,000	- 60,000	:	6	:	17.6
60,000	- 80,000	:	3	:	23.6
80,000	- 100,000	:	5	:	14.7
100,000	- 120,000	:	4	:	11.8
120,000	- 150,000	:	0	:	0
150,000 and over	:	:	3	:	8.8

Prices were fixed by adding a fixed amount per ton or a percentage on cost. The practice of following the market is becoming more common, in order that any losses due to falling prices may be offset during rising prices.

The original plans contemplated strictly cash business, but competition and the necessity for accommodating customers has made the granting of credit a general practice. In 63.8% of the stores more than half the business was done on credit. This brings difficulties

as the farmers expect to get credit service on the same basis as if they were paying cash. Most of the stores are doing business on too small a margin as all the factors of cost are not considered in the calculations.

Only about half of the stores have adequate bookkeeping systems and estimates had to be made to supply data. Half the number had trained auditing service, one-fourth used their committees for audits, and the remainder had no audits at all. Some stores kept very complete records while others had practically none. Only seven of the 38 had delivery systems.

Information regarding the date of organization of 32 stores shows that 84% have been in business less than five years. The figures are as follows:

<u>Years in Business : Number of Stores : Per Cent of Total</u>				
Less than 1	:	1	:	3.0
1 - 2	:	3	:	8.8
2 - 3	:	10	:	29.3
3 - 4	:	9	:	26.4
4 - 5	:	4	:	11.7
5 - 6	:	-	:	0.
6 - 7	:	1	:	3.0
7 - 8	:	1	:	3.0
8 - 9	:	1	:	3.0
9 - 10	:	3	:	8.8
10 or more	:	1	:	3.0

The managers of 33 stores devoted their full time to the work. Five were on part time and had other occupations in addition to managing the feed stores. Inquiries regarding their previous experience showed that 17 had had business training, 16 had been farmers, 2 had been school teachers, one in trade and one in extension work.

Suggestions regarding possible improvements in most of the stores included the following:

1. Greater volume of business to reduce the overhead.
2. Efficient records, making the facts of the business available and in form for the directors and stockholders to use in developing the business.
3. A change in credit policy, either adhering to a strict cash basis or going on the credit basis with the corresponding increase in margin of profit necessary.
4. Some form of incentive for the manager to develop the business.

ENGLISH FARMERS PLAN FOR COOPERATIVE MARKETING OF MILK

A cooperative plan for handling milk is being worked out in England by the Farmers' Unions of Devon and Cornwall, according to a recent consular report. The work is being done in response to a petition from milk producers and the objects in view are as follows: (1) Maintenance of regularity of supply of new whole milk in consuming centers; (2) negotiation of prices with the distributors; (3) control of the distribution so as to prevent overlapping in the railway transportation and the flooding of consuming markets with surplus milk; and (4) the utilization for manufacturing purposes of the milk not required in liquid form.

It is proposed that an organization of milk producers be created which shall direct the distribution of milk in order that consuming centers may be furnished with near-by supplies and milk from distant points utilized for manufacturing. In order to equalize prices it is planned that producers whose milk is sold as liquid milk shall pay a commission per gallon into the funds of the association for the general benefit of the membership. This commission will go to make up the difference between the prices for liquid milk and the prices for milk sent to factories.

The present price of milk in Plymouth is sixpence (twelve cents) per quart at retail, and it is believed that the plan proposed by the Farmers' Unions would materially reduce the cost of distribution and that the retail price of milk could be reduced without unduly diminishing the returns to the retailer.

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IRISH COOPERATIVE ORGAN MERGED WITH NEW WEEKLY

The Irish Homestead, recognized for many years as the official organ of the cooperative movement and of agricultural development in Ireland, was discontinued as a separate publication with the issue of September 8, 1923. The Irish Statesman, with which is incorporated the Irish Homestead, will appear under the editorial direction of George W. Russell, formerly editor of the Irish Homestead. According to the announcement the new journal will be double the size of the Irish Homestead, non-partisan in politics, and will present "a weekly commentary on literature, education, politics, finance, agriculture, and industry, by the ablest writers and thinkers available."

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FIFTY-FIVE TOBACCO MARKETS TO OPEN OCTOBER NINE

Markets for tobacco are to be opened October 9 at 32 points in western North Carolina and 23 points in Virginia, by the Tobacco Growers' Cooperative Association, Raleigh, N. C. A steady increase in membership in this territory is expected to bring many millions more pounds of tobacco into the association.

DAIRMEN'S LEAGUE REVIEWS SEPTEMBER OPERATIONS

The average price received for September milk sold by the Dairymen's League Cooperative Association, New York City, was approximately \$2.30 per 100 pounds. This was for Grade B milk testing 3% butterfat, in the base zone, 201-210 miles from New York City. From this amount deductions amounting to 10¢ are made for operating expenses and 10¢ for the revolving fund which will be covered by certificates of indebtedness. The items making up the expenses are as follows per 100 pounds of milk: Administration expenses, 2¢; local expenses, .2¢; sub-district exchange expenses, .1¢; advertising fund, 2¢; insurance fund to cover uncollectible accounts, .3¢; depreciation in value of fixed assets, 2¢; extraordinary hauling charges, 3.4¢; total, 10¢.

The basic price on which producers are paid, in checks and certificates of indebtedness, is \$2.20 per 100. This is 11-1/2¢ more than the net pool price for August and 20¢ more than in September, 1922. The management states that it was difficult to obtain prices equalling the cost of production during July, August and September, on account of the continued competition of unorganized milk and cream.

Sales for August showed a total of \$6,379,066. Of this amount \$2,105,370 represented total sales made through the plants operated by the association. Fifty-eight per cent of the milk handled through the league plants was sold as Class 1, or fluid milk. Only 4% was sold in the form of butter and 7% as cheese. Thirty-one per cent was used for the manufacture of other products.

The condensed general balance sheet as of August 31, 1923, shows items as follows among the assets: Cash in bank and on hand, \$1,596,340; finished product and product in process (market prices), \$3,199,536; raw material and supplies (cost prices), \$782,057; land, buildings and equipment (less reserves for depreciation), \$5,358,187. The largest items among the liabilities are: Certificates of indebtedness, \$9,635,749; due members for milk, \$5,414,075; deductions from members' accounts for capital purposes and to retire outstanding indebtedness, \$1,626,127.

During September 26,359 members delivered milk to 491 plants operated by dealers and 12,477 members to 125 plants operated by the association.

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TRUCK ASSOCIATION PUBLISHES PRICES RECEIVED FOR SHIPMENTS

The success of the Mississippi Farm Bureau Truck Association in standardizing vegetables last year influenced the board of directors to begin a campaign for a state-wide selling organization for vegetables, and many meetings of truck growers are announced. It is believed that nearly all local associations will use the services of the State organization and thereby eliminate much competition between locals. A feature of the work of the Farm Bureau Truck Association last year was the publication of the prices received for all shipments.

MILK MARKETING ASSOCIATIONS REPORT BIG BUSINESS

Definite information relative to the part being played in our industrial life by farmer-owned and farmer-controlled milk marketing organizations, has been meager in the past. Now that data are becoming available it appears that the number of such organizations is larger than was generally supposed, and that the quantity of product being handled daily is very large.

Below are listed 31 associations marketing milk either in the fluid form or through the manufacture of by-products. This list does not include collective bargaining associations nor associations which distribute milk at retail, the associations of this latter type being listed in the issue of this circular dated October 8.

The 31 associations have a reported membership of 99,780, and the amount of milk handled daily is estimated at two million pounds. The oldest of the associations was formed in 1890. The number formed each year is as follows:

<u>Year</u>	<u>Number of Assns. Formed</u>	<u>Year</u>	<u>Number of Assns. Formed</u>
1890	1	1917	1
1899	1	1918	2
1902	1	1919	5
1908	1	1920	5
1915	2	1921	7
1916	1	1922	4

These milk-marketing associations are located in fourteen States, as shown below:

<u>State</u>	<u>Number of Assns.</u>	<u>State</u>	<u>Number of Assns</u>
California	2	New York	9
Illinois	2	Ohio	5
Iowa	1	Texas	1
Maine	1	Vermont	3
Michigan	1	Virginia	1
Minnesota	2	Washington	1
Missouri	1	Wisconsin	1

The amount of business transacted annually by these organizations is approximately \$120,000,000.

The names of the 31 associations from which reports have been received, the year when each was formed, the number of members in 1923, and the approximate number of gallons of milk handled daily, is as follows:

Associations	: Year : : Formed :	Members : 1923 :	Gallons : Daily
North Calif. Milk Producers Assn., Inc., Sacramento, Calif.	: 1918 :	617 :	3,000
Milk Producers Assn. of San Diego Co., Calif.	: 1917 :	110 :	4,000
Milk Producers Marketing Co., Chicago, Ill.	: 1922 :	7,000 :	220,670*
Stephenson County Coop. Mktg. Co., Freeport, Ill.	: 1921 :	800 :	3,000
Waterloo Coop. Dairy Assn., Waterloo, Iowa	: 1921 :	170 :	300
Turner Centre System, Auburn, Maine	: 1919 :	4,500 :	59,000*
Utica Coop. Creamery Assn., Utica, Mich.	: 1902 :	160 :	
Dickson Co-op. Creamery Assn., Buffalo, Minn.	: 1915 :	38 :	cream only
Twin City Milk Prod. Assn., St. Paul, Minn.	: 1916 :	4,913 :	73,926*
St. Joseph Milk Prod. Assn., St. Joseph, Mo.	: 1922 :	217 :	4,000
Ashland Co-Partner Dairy Corp., Ashland, N.Y.	: 1921 :	34 :	825
Callicoon Cooperative Dairy Assn., Callicoon, N. Y.	: 1919 :	195 :	
Canajoharie Milk Co., Inc., Canajoharie, N.Y.	: 1920 :	136 :	4,620
Jamestown Coop. Milk Prod. Assn., Inc., Jamestown, N. Y.	: 1921 :	59 :	
Sullivan Co. Coop. Dairy Assn., Inc., Jeffersonville, N. Y.	: 1921 :	100 :	5,000
Lacona Milk Corp., Lacona, N. Y.	: 1915 :	30 :	
Dairymen's League Coop. Assn., New York City	: 1920 :	65,892 :	750,000*
Dairymen's Protective Assn., Pulaski, N. Y.	: 1908 :	410 :	3,375
Cold Spring Coop. Creamery, Roxbury, N. Y.	: 1899 :	46 :	3,180
Ohio Farmers Coop. Milk Assn., Cleveland, Ohio	: 1922 :	3,200 :	
Miami Valley Coop. Milk Prod. Assn., Dayton, Ohio	: 1922 :	3,800 :	
Farmers' Equity Union Creamery Co., Lima, Ohio	: 1921 :	1,371 :	300
Muskingum Dairy Co., Zanesville, Ohio	: 1919 :	140 :	700
Northwestern Cooperative Sales Co., Wauseon, Ohio	: 1920 :	4,000 :	
North Texas Farm Bur. Dairymen's Assn., Dallas	: 1920 :	400 :	
Windham Co. Coop. Milk Producers, Inc., Brattleboro, Vt.	: 1920 :	130 :	2,000
Grand Isle Co. Coop. Creamery Assn., Inc., Grand Isle, Vt.	: 1918 :	163 :	
Milton Coop. Dairy Corp., Milton, Vt.	: 1919 :	365 :	5,000
Richmond Dairy Company, Richmond, Va.	: 1890 :	174 :	
Seattle Milk Shippers Assn., Seattle, Wash.	: 1921 :	350 :	
Eau Claire Milk Prod. Assn., Eau Claire, Wis.	: 1919 :	90 :	

* Estimated.

MISSISSIPPI COTTON GROWERS TO RECEIVE ADVANCE OF FIFTEEN CENTS

On account of rising prices officials of the Mississippi Farm Bureau Cotton Association, Jackson, Miss., announce that the advance payment for cotton delivered has been increased from 12¢ to 15¢ a pound. This is approximately 60% of the present market value. The cotton is being classed and graded as rapidly as samples are received, and the weight and grade sheets are sent to members by return mail, in order that each may know the weight and quality of his cotton. For all cotton grading 1-3/16 inches middling or better, a check for an additional 2¢ a pound is mailed immediately, making the first advance 17¢. For all cotton showing a staple of 1-1/4 inches middling or better, an advance of 5¢ a pound extra is paid, or a total advance of 20¢ a pound for long-staple cotton. It is expected that a second payment will be made in November and a third before Christmas. Cotton is being received at the rate of 600 to 700 bales a day, and an average of 50 new contracts is received each day. Nearly all bankers and merchants are permitting mortgaged cotton to pass through the association.

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ARIZONA PIMACOTTON GROWERS COMPLETE SEASON'S BUSINESS

Checks for the final payments on 1922 cotton were mailed to members of the Arizona Pimacotton Growers' Association, Phoenix, Ariz., beginning September 23. The final distribution amounted to \$125,000. In order that these payments might reach the growers at the earliest possible moment, the checks and an explanatory letter were mailed without taking time to prepare the detailed statements. The statements will be mailed to each member later.

Handling charges on cotton during the last season amounted to \$.00893, or less than one cent per pound. The total association expense per pound was \$.01106, or slightly over one cent.

A grower who delivered ten bales of cotton to the association states that he recorded the price of seed cotton each time he delivered a bale and found that he had received \$116.12 more by selling through the association than he would have obtained if he had sold his cotton in the seed.

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PEAR GROWERS BELIEVE IN PROMPT PAYMENT TO MEMBERS

In accordance with its policy of making returns to members at the earliest possible date, the California Pear Growers' Association, San Francisco, Calif., paid the growers \$10 a ton on August 21 when pears were still pouring through the canneries into the cans. This was about one-third of the total price. Another payment was made on September 10, of one-half the amount still due, and a third payment on September 24, of one-half of the remainder. The final payment is planned for October.

VIRGINIA LAW REQUIRES DELIVERY OF TOBACCO IN OWNER'S NAME

Attention of growers is called by the Tri-State Tobacco Grower to the law enacted in Virginia during the present year requiring that leaf tobacco delivered to a public warehouse or to a cooperative association shall be delivered in the name of the owner. A card or ticket showing the name of the owner and the number of pounds delivered is placed with the pile, and these tickets must be kept open for inspection for ten days by the representatives of any public warehouse or cooperative association.

Any person other than the grower or landlord delivering tobacco is required to give his own name, the name of the person from whom he obtained the tobacco, and the name of the person on whose land the crop was grown. This information must be shown on the ticket. Penalties are prescribed for delivery of tobacco under a false or fictitious name, also for failure of the warehouseman or association to tag the tobacco promptly, or to refuse inspection of tickets.

Growers are reminded to note that the law covers tobacco delivered to public warehouses as well as to cooperative associations.

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UNIVERSITY OF NORTH CAROLINA GIVES COURSE IN COOPERATION

A course in agricultural cooperation, being given for the fourth time at the University of North Carolina, Chapel Hill, N. C., is divided into four sections. The first section takes up the history of the movement, covering the last hundred years and dealing largely with Denmark. The second part of the course deals with the economic philosophy of cooperation and compares the underlying principles of cooperative and corporate organizations. In the third part of the course the marketing of farm products is considered and studies are made of some of the leading cooperative associations of the United States. The fourth section takes up cooperative purchasing of farm supplies, cooperative stores, credits, insurance and other enterprises. Instruction is largely by lectures but students are required to prepare from five to ten papers on assigned subjects during the course.

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ORGANIZATION OF SOWEGA HAY ASSOCIATION PROPOSED

The formation of an organization to be known as the Sowega Hay Association has been planned by members of the Sowega Melon Growers' Association, Adel, Ga., and a campaign for members started. May 1, 1923, is set for the end of the sign-up of at least 4,000 acres of peavine hay. Although the campaign was started by the melon growers the membership is not to be limited to members of that association. However, plans include a working agreement between the two associations by means of which the two will be operated at a minimum expense.

SALES OF BARTLETT PEARS INCREASED BY ADVERTISING

Sales of California Bartlett pears in Chicago in 1920 amounted to 150,000 boxes. In the summer of 1923, up to September 1, sales had amounted to 321,000 boxes, with September sales still to be added, according to information published by the California Pear Growers' Association, San Francisco, Calif.

A large-scale advertising campaign for California Bartlett pears was carried on the past summer in Chicago and Milwaukee and cities within a radius of 100 miles of each, as well as in Philadelphia, Boston and Pittsburgh. From July 9 through the season two large newspapers in Chicago and one in Milwaukee carried the reminder that "California Bartlett pears are now in the market and plentiful." This message was carried in 14,500,000 copies. In addition large numbers of lithographed posters called attention to the fruit, and a crew of 31 men placed 4,100 sets of window displays in grocers' windows. When the fruit was cheap pushcarts were loaded with pears and supplied with bright lithographed posters. As a result more pears were sold in Chicago in July, 1923, than during the entire 1921 season, and during July and August than during the entire season of 1922. The management estimates that this publicity made a difference in California of eight carloads a day. The first advertising of California pears in Chicago was done in 1922.

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ARKANSAS COTTON ASSOCIATION CLOSES LAST YEAR'S ACCOUNTS

According to a report issued by the Arkansas Cotton Growers' Cooperative Association, Little Rock, Ark., for the 1922-23 season, \$9,180,790 worth of cotton was sold and the average cost of marketing was \$5.34 a bale. This included storage charges, interest on money borrowed, transportation, insurance and overhead. The actual overhead expense of marketing was \$1.11 a bale, including all charges except those for insurance, storage, interest and transportation.

Cotton of the 1923 crop is now being received and the association is employing ten supervisors, located in different parts of the State, to assist members in shipping their cotton and in various other ways.

As the Arkansas association has contracted to market the cotton of the Missouri and Tennessee associations, these States are now represented at all meetings of the board of directors.

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COOPERATIVE COTTON SHIPPED FROM SAVANNAH TO BREMEN

The steamer Key West sailed recently from Savannah, Ga., direct for Bremen, Germany, carrying as a portion of the cargo 9,000 bales of cotton, the greater part of which was sold by cooperative marketing associations in the South.

"BABIES' MILK" SOLD BY IRISH COOPERATIVE

A new department to provide specially prepared milk for babies and invalids has recently been opened by the Belfast Cooperative Society, Belfast, Ireland. The society has acquired several of the best dairy farms in County Downs and every animal in the herds is certified free from tuberculosis. Milk from these farms is conveyed to the dairy in specially treated cans, there it is kept separate from other milk, is given particular care in handling, pasteurization and bottling, is labelled as "Babies' Milk" and sold for an additional half-pence a bottle.

The Belfast Cooperative Society began handling milk in November, 1913. Early in the present year the milk business reached 20,000 gallons per week and it was decided that the time had come for expansion. The plant was accordingly extended to handle 50,000 gallons per week. The new plant is thoroughly modern and every possible precaution is taken to insure the delivery of bacteria-free milk to customers.

Efforts have been made to raise the standard of production and to encourage farmers to go in for good stock kept in good condition. All milk is transported from the producers to the dairy by motor trucks operated by the society. A standard of 3.6% butterfat is set. For every point above this standard an extra farthing a gallon is paid, and for every point below a farthing is deducted. By this system a much better quality of milk has been secured. Butter is made in the summer from the surplus milk. The product is of superior flavor and finds a ready sale.

During the period from November, 1913, to the end of February, 1923, a surplus of £27,711 has been paid to producers in dividends on milk purchased.

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GEORGIA MELON GROWERS ADOPT NEW NAME

The Southwest Georgia Watermelon Growers' Association, Adel, Ga., has recently changed its name to the "Sowega Melon Growers' Association," in response to requests from growers of Middle Georgia and Florida that a name be adopted which would include them. By this change the trade name is preserved and any desired territory may be included. It is expected that the association will cover all of Georgia and part of Florida in another year. A five-year marketing contract was accepted at a recent meeting.

A campaign for membership is to begin October 16, taking one county at a time for the first month or two, and utilizing so far as possible the help and influence of the growers in the different communities.

During its first year of operation the association controlled 3% of the acreage of melons within its territory; the second year, 15%; and the third or last season, 40%. Another year the management hopes to control 75% of the acreage.

THREE STATE FAIRS HAVE EXHIBIT BY TOBACCO GROWERS

The Tobacco Growers' Cooperative Association, Raleigh, N. C., prepared an exhibit of cooperative marketing for the State fairs of North Carolina, South Carolina and Virginia, designed to direct attention to the extent of the cooperative movement in the United States. In addition to the display of standard grades of tobacco the products of a number of other cooperatives were shown, including some of the largest California cooperatives. Advertising matter from other farmers' organizations was distributed, and some cooperative associations which did not send samples of their products were represented by placards giving statistics concerning membership and results of operation.

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TOBACCO TO BE MERCHANDISED BY GROWERS' ASSOCIATION

A statement recently issued by the Tobacco Growers' Cooperative Association, Raleigh, N. C., indicates that the association has on hand about 25,000,000 pounds of tobacco which it is holding until there is a demand for it at a higher price. This stock has been redried and the sales manager believes that it is of a type and quality which will command a good price. Furthermore, he is of the opinion that it should be the policy of the association to have on hand a sufficient stock of cured tobacco to meet any demand that may arise.

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COOPERATION DURING THE PRESENT DECADE

"Cooperation in the United States during the Present Decade" is the title of a mimeographed statement of 19 pages recently issued by this bureau. This publication gives information relative to the beginnings of cooperation in the United States and its development to the present time. It also contains tables indicating the extent of cooperation in 1915, 1919 and 1923. Many of the larger associations now active are listed with data as to the part they are playing in the movement.

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GEORGIA PEACH GROWERS ARE REORGANIZING

According to plans approved at a meeting of 400 peach growers at Macon, Ga., October 3, 1923, the Georgia Peach Growers' Exchange is to supplant the Georgia Fruit Exchange, Atlanta, Ga., which has been functioning for a number of years. The new exchange is to be cooperative in character and to handle the fruit of its members. The application for a charter gives Macon as the headquarters for the new organization.

SUITS AGAINST MEMBERS WON BY PACIFIC WOOL ASSOCIATION

Over two million pounds of wool and mohair will be marketed this season for its 2,456 members by the Pacific Cooperative Wool Growers, Portland, Ore. This association draws its membership from Washington, Idaho, Oregon and California. It is stated that in the two years of operation the association has netted its membership from four to seven cents more than the outside prices.

Suits for breach of contract have been filed against members and in every instance except one the defendants have settled on the association's terms prior to trial. Terms of settlement include liquidated damages, court costs and attorney's fees, also the entry for a decree of specific performance and injunction. In no case has a decision been rendered adverse to the association.

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WOOL MARKET QUOTATIONS SUPPLIED CALIFORNIA PRODUCERS

Realizing the necessity for prompt and accurate news service regarding wool, the California Wool Growers' Association, San Francisco, Calif., recently established a special wire service from Boston, in conjunction with the National Wool Growers' Association. With the special daily wool wire from Boston carried by the United Press, special wool reports carried by the Associated Press once a week, and the farm journals cooperating, officials of the California Wool Growers' Association feel that rapid progress is being made in supplying the need.

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STAPLE COTTON ASSOCIATION ERECTS NEW HOME

The Staple Cotton Cooperative Association, Greenwood, Miss., moved its headquarters on August 25 into a modern, new office building specially constructed for its occupancy. The new structure is of brick, two stories high, and 100 feet square. The first floor is occupied by the offices of the association and has one room of fire-proof construction for files and valuable records. The second floor is arranged for classing samples of cotton.

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CHEESE FEDERATION FILLS ORDERS FROM MEXICO CITY

Cured cheese of high quality is being put on the market in one-pound packages by the Wisconsin Cheese Producers' Federation, Plymouth, Wis. The cheese is wrapped in paper and encased in attractive cartons. An order for one thousand boxes of cheese to be shipped to Mexico City was filled recently by one of the branch warehouses of the Federation. Exhibits at fairs are helping to create a demand for this product.